

To: \*P DIV\_MGRS  
From: Campbell, Judy  
Edited: 4/25/97 14:58  
Subject: DORAL B2GF FLASHLIGHT / JULY

THE ATTACHED EXCEL SPREADSHEET SHOWS NUMBER OF DISPLAYS MEGA PACKAGE OUTLETS WILL RECEIVE FOR THE DORAL B2GF FLASHLIGHT PROMOTION.

~~ANY~~ AFTER CHANGES NEED TO BE SUBMITTED TO MY ATTENTION PRIOR TO WEDNESDAY, APRIL 30TH. YOU DO NOT NEED TO RESPOND IF NO CHANGES ARE NEEDED.

BECAUSE THIS PROMOTION HAS BEEN RESCHEDULED FROM AUGUST TO JULY, UPDATE DEADLINE HAS BEEN MOVED UP TO NEXT WEEK.

ANY QUESTIONS, LET ME KNOW.

THANKS,  
JUDY

*High Priority*

|      | To Div | Retail Mgrs |
|------|--------|-------------|
| 1622 |        | ✓ &         |
| 1623 |        |             |
| 1626 | ✓      | ✓           |
| 1638 | ✓      |             |

51859 2299

**ATTACHMENT 3: HIGH VOLUME MEGA DORAL PACKAGE PROMOTIONS**

DISPLAYS FOR THIS PROMOTION WILL BE SHIPPED TO RETAIL FROM DIRECT ACCOUNTS IN QUANTITIES AS DESIGNATED.  
 SHIPMENT WILL BE MADE IN CONJUNCTION WITH JULY DORAL B2GF FLASHLIGHT PROMOTION #700727 (Week of 6/30/97)  
 ONLY ACTION REQUIRED BY SALES / RETAIL REPS IS TO VERIFY THAT DISPLAYS ARE PROPERLY RECEIVED AND PLACED.  
 \*\*\*ROU WILL HANDLE ACTIVITY REPORTING\*\*\*

| SR       | TERR   | RR     | TERR | ACCT | ACCOUNT NAME          | ADDRESS             | CITY          | STATE | SUPPLIER<br>(DELIVERY<br>METHOD) | NUMBER<br>OF<br>DISPLAYS | # OFFERS<br>(20 Offers Per<br>Display) |
|----------|--------|--------|------|------|-----------------------|---------------------|---------------|-------|----------------------------------|--------------------------|--|
| 162202   | 162239 | 171473 |      |      | SHAMPINE'S TOBACCO/L  | 322 STATE ST        | CARTHAGE      | NY    | N. COUNTRY                       | 12                       | 240                                    |
| 162204   | 162226 | 621026 |      |      | DAHULICH DIST. INC.   | DBA WOLCOTTS BEV&T  | ENDICOTT      | NY    | HERKIMER                         | 10                       | 200                                    |
| 162204   | 162226 | 763827 |      |      | HES #32276            | 357 STATE ST        | BINGHAMTON    | NY    | KEYSTONE                         | 12                       | 240                                    |
| 162204   | 162223 | 819485 |      |      | ROBS COUNTRY MKT, INC | RT. 11              | GREAT BEND    | PA    | KLEIN                            | 8                        | 160                                    |
| 162204   | 162223 | 651111 |      |      | FAMILY FARM           | 106 MAIN ST         | SUSQUEHANNA   | PA    | KLEIN                            | 10                       | 200                                    |
| 162204   | 162223 | 635914 |      |      | SMOKIN JOES TOB SHOP  | SR 171              | SUSQUEHANNA   | PA    | No Delivery Method               | 0                        | 0                                      |
| 162204   | 162223 | 705046 |      |      | SMOKIN JOES TOB SHOP  | RR 1 BOX 1655       | FRIENDSVILLE  | PA    | No Delivery Method               | 0                        | 0                                      |
| 162204   | 162228 | 676785 |      |      | SMOKIN JOES           | 300 N ELMIRA ST     | SAYRE         | PA    | No Delivery Method               | 0                        | 0                                      |
| 162204   | 162225 | 674333 |      |      | SMOKIN JOES           | 270 W ROOSEVELT HWY | WAYMART       | PA    | No Delivery Method               | 0                        | 0                                      |
| 162206   | 162233 | 294072 |      |      | ETC ETC               | ROUTE 23            | ONEONTA       | NY    | JONES Mc                         | 8                        | 160                                    |
| 162208   | 162220 | 422035 |      |      | PIKES CREEK BEVERAGE  | RR 3 BOX 141        | HUNLOCK CREEK | PA    | KLEIN                            | 8                        | 160                                    |
| 162208   | 162220 | 621400 |      |      | SMOKE SIGNALS         | 120 S RIVER ST      | PLAINS        | PA    | KLEIN                            | 12                       | 240                                    |
| 162208   | 162222 | 291931 |      |      | PLAZA BEVERAGE, INC.  | 3 RACHAEL DR        | PITTSTON      | PA    | KLEIN                            | 12                       | 240                                    |
| 162209   | 162225 | 689353 |      |      | SMOKIN JOES TOBACCO   | EAGLE GLEN S/C      | E STROUDSBURG | PA    | No Delivery Method               | 0                        | 0                                      |
| 162209   | 162222 | 185719 |      |      | BILLS SUPERMARKET     | RD #6 PO BOX 6220   | MOSCOW        | PA    | ASSOC. GR.                       | 7                        | 140                                    |
| 162209   | 162223 | 660922 |      |      | DISCOUNT TOBACCO SHP  | 1129 MAIN ST        | PECKVILLE     | PA    | KLEIN                            | 10                       | 200                                    |
| 162210   | 162227 | 130056 |      |      | TOBI CORP.            | 6 DOLSON AVE        | MIDDLETOWN    | NY    | EMPIRE                           | 8                        | 160                                    |
| 162210   | 162233 | 594068 |      |      | CATSKILL DISCOUNT BV  | 190 MILL ST         | LIBERTY       | NY    | MOUNTAIN                         | 8                        | 160                                    |
| 22 Count |        |        |      |      |                       |                     |               |       |                                  | 125                      | 2500                                   |

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|----------|---------|--------|-----------------------|-----------------|--------------|-------|----------------------------------|--------------------------|--|
| 162301   | 163830  | 633761 | MINOR'S DISCOUNT BEV  | 292 LAKE STREET | ST ALBANS    | VT    | DOWLINGS                         | 5                        | 100                                    |
| 162302   | 162325  | 114544 | SMOKERS DEN           | HUNT STREET     | BENNINGTON   | VT    | J GALANES                        | 4                        | 80                                     |
| 162302   | 162325  | 114564 | BILLMONT'S COUNTRY ST | RT 8            | STAMFORD     | VT    | PINE ST                          | 5                        | 100                                    |
| 162302   | 162325  | 114561 | NEXT DOOR             | RT 7            | POWNA        | VT    | SAM FR                           | 5                        | 100                                    |
| 162302   | 162325  | 623997 | SHORT STOP VARIETY    | MAIN STREET     | BENNINGTON   | VT    | SAM FR                           | 5                        | 100                                    |
| 162302   | 162325  | 386834 | N BENNINGTON VARIETY  | BANK STREET EXT | N BENNINGTON | VT    | SAM FR                           | 5                        | 100                                    |
| 162302   | 162320  | 494957 | POULTNEY CASH MARKET  | 37 MAIN ST      | POULTNEY     | VT    | SAM FR                           | 5                        | 100                                    |
| 162302   | 162320  | 657371 | BEVERAGE KING         | RTE 4A          | BOMOSEEN     | VT    | SAM FR                           | 5                        | 100                                    |
| 162302   | 162320  | 576908 | WELLS TRADING POST    | RTE 30          | WELLS        | VT    | SAM FR                           | 5                        | 100                                    |
| 162303   | 162322  | 619977 | COUNTRY FEED STORE    | ROUTE 30        | AMSTERDAM    | NY    | FINKLE                           | 7                        | 140                                    |
| 162303   | 162324  | 130283 | BEEBE'S SERVICE STA   | 1000 CURRY RD   | SCHENECTADY  | NY    | FINKLE                           | 5                        | 100                                    |
| 23 Count |         |        |                       |                 |              |       |                                  | 56                       | 1120                                   |

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| 162601   | 162625  | 765525 | FRONTIER BEVERAGE  | 121 GRANT ST    | BUFFALO | NY    | BFLO TOBACCO                  | 5                        | 100                                    |
| 162603   | 162625  | 396973 | PARKSIDE DRUG      | 975 BROADWAY ST | BUFFALO | NY    | DERIGO                        | 5                        | 100                                    |
| 162605   | 162231  | 703515 | C&C TOBACCO OUTLET | 109 N MEADOW ST | ITHACA  | NY    | F&T                           | 12                       | 240                                    |
| 26 Count |         |        |                    |                 |         |       |                               | 22                       | 440                                    |

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| 163801 | 163827 | 679787 |      |      | PAULS REDEMPTION CTR | RR #1/U.S. RTE. 5   | DERBY          | VT    | HIBBERT                          | 5                        | 100                                     |
| 163802 | 163822 | 103172 |      |      | RT. 13 STATELINE CON | RT 13               | BROOKLINE      | NH    | AUBURN                           | 8                        | 160                                     |
| 163802 | 163822 | 103182 |      |      | THE COUNTRY MILE     | RT 31               | GREENVILLE     | NH    | NG GURNSEY                       | 8                        | 160                                     |
| 163802 | 163821 | 643587 |      |      | CHAS GEM             | RTE 10              | WINCHESTER     | NH    | NG GURNSEY                       | 5                        | 100                                     |
| 163802 | 163821 | 104065 |      |      | THE BIG S            | 48 MANNING HL       | WINCHESTER     | NH    | NG GURNSEY                       | 8                        | 160                                     |
| 163802 | 163821 | 230117 |      |      | STATELINE GROCERY    | ROUTE 12            | FITZWILLIAM    | NH    | NG GURNSEY                       | 8                        | 160                                     |
| 163802 | 163822 | 103186 |      |      | STATE LINE VARIETY   | RT 31 & 124         | GREENVILLE     | NH    | NH TOBAC                         | 5                        | 100                                     |
| 163802 | 163822 | 559739 |      |      | HARDSCRABBLE VAR.    | 880 VALLEY RD       | GREENVILLE     | NH    | NH TOBAC                         | 8                        | 160                                     |
| 163802 | 163821 | 104063 |      |      | KULICKS SUPER MARKET | WARWICK RD          | WINCHESTER     | NH    | No Delivery Method               | 0                        | 0                                       |
| 163802 | 163821 | 230124 |      |      | BOTTOMS UP           | ROUTE 12            | FITZWILLIAM    | NH    | PINE ST                          | 5                        | 100                                     |
| 163803 | 163821 | 733076 |      |      | RIVERSIDE GROCERY    | RTE 9               | W CHESTERFIELD | NH    | NG GURNSEY                       | 8                        | 160                                     |
| 163803 | 163821 | 278707 |      |      | ROUTE 63 COUNTRY     | 525 NORTHFIELD ROAD | HINSDALE       | NH    | TBI                              | 5                        | 100                                     |
| 163803 | 163821 | 605251 |      |      | 5 STAR BEVERAGE      | 25 RIVER ST         | NORTH WALPOLE  | NH    | TBI                              | 5                        | 100                                     |
| 163804 | 163827 | 317529 |      |      | BEVERAGE KING #1     | INTERCHANGE DR      | WEST LEBANON   | NH    | NG GURNSEY                       | 5                        | 100                                     |
| 163804 | 163827 | 630255 |      |      | T&R SIDELINES        | 22 BRIDGE ST        | WEST LEBANON   | NH    | NG GURNSEY                       | 8                        | 160                                     |
| 163805 | 163820 | 103056 |      |      | TEXACO PAYSAYER      | 531 S BROADWAY      | SALEM          | NH    | AH NOTINI                        | 8                        | 160                                     |
| 163805 | 163820 | 689422 |      |      | WORLD FAMOUS STATELN | 24 BRIDGE ST        | PELHAM         | NH    | AH NOTINI                        | 8                        | 160                                     |
| 163805 | 163820 | 103069 |      |      | R&B SUPERETTE        | 59 BRIDGE ST        | PELHAM         | NH    | AH NOTINI                        | 8                        | 160                                     |
| 163805 | 163820 | 104514 |      |      | SHYERS LOBSTER POUND | RT 28               | SALEM          | NH    | AH NOTINI                        | 5                        | 100                                     |
| 163805 | 163820 | 064556 |      |      | FOODS PLUS CONV.     | ROUTE 125           | PLAISTOW       | NH    | AUBURN                           | 8                        | 160                                     |
| 163805 | 163820 | 346403 |      |      | POST TIME            | 375 S BROADWAY      | SALEM          | NH    | NH TOBAC                         | 8                        | 160                                     |
| 163805 | 163820 | 103073 |      |      | RAYS STATELINE MKT   | 4 MAMMOTH RD        | PELHAM         | NH    | NH TOBAC                         | 8                        | 160                                     |
| 163805 | 163820 | 611422 |      |      | FIRST CHANCE         | DBA PELHAM MOBIL    | PELHAM         | NH    | NH TOBAC                         | 8                        | 160                                     |
| 163805 | 163820 | 103059 |      |      | BUTCHER BOY MKT      | RT 28               | SALEM          | NH    | TBI                              | 8                        | 160                                     |

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| 163805      | 163820  | 702662 | SIGNAL VARIETY     | RT. 125              | PLAISTOW   | NH    | TBI                              | 8                        | 160                                    |
| 163806      | 163826  | 677682 | CASE N KEG LACONIA | JEFF MORIN ENTERPRIS | LACONIA    | NH    | CAPITAL                          | 5                        | 100                                    |
| 163806      | 163826  | 743970 | CASE N KEG         | MILL STREET          | MEREDITH   | NH    | PINE ST                          | 5                        | 100                                    |
| 163806      | 163826  | 755792 | CORNER MARKET      | 201/2 WALKER STREET  | CONCORD    | NH    | TBI                              | 4                        | 80                                     |
| 163807      | 163823  | 572626 | AYOTTES STATELINE  | 100 RIVER RD         | HUDSON     | NH    | NH TOBAC                         | 8                        | 160                                    |
| 163807      | 163823  | 490714 | ANDY'S STATELINE   | 83 RIVER RD          | HUDSON     | NH    | TBI                              | 8                        | 160                                    |
| 163808      | 163824  | 486298 | MS. MARKET         | 176 SAGAMORE ST      | MANCHESTER | NH    | AH NOTINI                        | 8                        | 160                                    |
| 38 Count    |         |        |                    |                      |            |       |                                  | 206                      | 4120                                   |
| Grand Count |         |        |                    |                      |            |       |                                  |                          |  |